Malin Brännback • Alan L. Carsrud Editors

Revisiting the Entrepreneurial Mind

Inside the Black Box: An Expanded Edition



Contents

1	Revisiting the Entrepreneurial Mind: Inside the Black Box	1
Раг	t I From Intentions to Action	
2	Entrepreneurial Intentions Are Dead: Long Live Entrepreneurial Intentions Norris F. Krueger	13
3	Is Research on Entrepreneurial Intentions Growing? OrJust Getting Bigger? Norris F. Krueger	35
4	Perceptions: Looking at the World Through Entrepreneurial Lenses Evan Douglas	41
5	Perceptions Revisited: Continuing to Look at the World Through Entrepreneurial Lenses Evan Douglas	61
Par	t II Contexts, Cognition, and Entrepreneurial Expertise	
6	Toward A Contextual Model of Entrepreneurial Intentions Jennie Elfving, Malin Brännback, and Alan Carsrud	71
7	Motivations Matter in Entrepreneurial Behavior: Depends on the Context Jennie Elfving, Malin Brännback, and Alan Carsrud	83
8	Context and Entrepreneurial Cognition	91

erer and

.

9	Cognitive Maps in Entrepreneurship: Researching Sense Making and Action Malin Brännback and Alan Carsrud	101		
10	Cognitive Maps in Entrepreneurship: Understanding Contexts Malin Brännback and Alan Carsrud			
11	Entrepreneurial Scripts and Entrepreneurial Expertise: The Information Processing Perspective Ronald K. Mitchell, Benjamin T. Mitchell, and J. Robert Mitchell			
12	Situated Scripting and Entrepreneurial Expertise: A Socially Situated View of the Information-Processing Perspective Benjamin T. Mitchell, J. Robert Mitchell, and Ronald K. Mitchell	175		
Part	III Cluster Three Motivations, Emotions, Attributions, and Self-Efficacy			
13	Motivations: The Entrepreneurial Mind and Behavior Alan Carsrud, Malin Brännback, Jennie Elfving, and Kristie Brandt	185		
14	Revisiting a Contextual Model of Entrepreneurial Intentions	211		
15	The Role of Emotions and Cognitions in Entrepreneurial Decision-Making Theresa Michl, Isabell M. Welpe, Matthias Spörrle, and Arnold Picot	219		
16	The Role of Emotions and Cognitions in the Pre-entrepreneurial Process: What's New? Theresa Treffers, Isabell M. Welpe, Matthias Spörrle, and Arnold O. Picot			
17	Why? Attributions About and By Entrepreneurs Kelly G. Shaver	261		
18	Thoughts Have Consequences: Attributions By and About Entrepreneurs	275		
19	Self-Efficacy: Conditioning the Entrepreneurial Mindset René Mauer, Helle Neergaard, and Anne Kirketerp Linstad			
20	Self-Efficacy and the Entrepreneurial Mindset Revisited	319		

Contents

Part	IV	Cluster Four Entrepreneurial Alertness, Opportunity Identification and Behavior	
	Whe	repreneurial Alertness and Opportunity Identification: ere Are We Now?	33 9
	Yes,	repreneurial Alertness and Opportunity Identification 3.0: We Can Talk Empirical! . Gaglio and Susan Winter	35 9
23	and	repreneurial Behavior: Its Nature, Scope, Recent Research, Agenda for Future Research bara Bird and Leon Schjoedt	379
24	Rese	repreneurs' Behavior: A Black Box in Entrepreneurship earch n Schjoedt	411